

Message Text

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E.O. 11652: N/A
TAGS: BDIS, SY
SUBJECT: TRADE COMPLAINT: WADIH MOUKABARI VS BELL
HELICOPTERS

1. MR. WADIH MOUKABARI, WAMACO TRADING CO., DAMASCUS, HAS ASKED USG INTERCESSION WITH BELL HELICOPTERS TEXTRON, INC., FT. WORTH, TEXAS; MR. O.K. MOORE (TEL. 817-280-2011) REGARDING BELL'S REFUSAL PAY "NORMAL AGENT'S FEES" FOR SALE U.S. HELICOPTERS TO BE USED FOR CROP SPRAYING BY SYRIAN MIN. AGRICULTURE.

2. ACCORDING TO MR. MOUKABARI, HE HAD LEARNED THROUGH FRIENDS IN MIN. AGRICULTURE THAT MINISTRY SEEKING TO PURCHASE LIGHT HELICOPTERS FOR CROP SPRAYING IN DISTANT MOUNTAIN AREAS OUT OF RANGE PRESENT FLEET LIGHT FIXED-WING SPRAY AIRCRAFT. MOUKABARI CONTACTED BELL AND HAD WORKED OUT DEAL FOR TWO TO THREE HELICOPTERS NOW, FOLLOWED BY POTENTIAL SALE FIFTEEN IN THE FUTURE. AT LAST MINUTE, BELL INFORMED MR. MOUKABARI THAT THEY WILL NOT PAY COMMISSION, INSTEAD BELL SUGGESTED MOUKABARI ADD HIS OWN COMMISSION TO BELL OFFER IN PRESENTING FINAL PRICE TO SYRIAN GOVERNMENT.

3. MOUKABARI STATES SYRIAN LAW MAKES THIS UNACCEPTABLY RISKY AND EXPENSIVE UNDERTAKING. SECONDLY, HE HAS ALREADY INVESTED SUBSTANTIAL AMOUNT OF EFFORT IN ARRANGING SALE AND IS DISTURBED AT BELL'S "REFUSAL TO
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CONDUCT NORMAL BUSINESS PRACTICES". IF BELL CONTINUES

TO INSIST THAT THEY WILL NOT PAY COMMISSION, HE WILL
BE FORCED TO DROP THE PROJECT LEAVING FIELD OPEN TO
POLES WHO ARE OFFERING M12'S AND FRANCE'S AEROSPATIALE
OFFERING GAZELLES.

4. MOUKABARI HAS OFFERED TO BE BELL'S AGENT IN SYRIA,
AND HAS ASKED EMBASSY TO INFORM BELL OF HIS REPUTATION.
FOR THE RECORD, MOUKABARI IS WELL KNOWN BUSINESSMAN,
RETIRED MAJOR GENERAL WHO WAS ONCE AF CHIEF OF STAFF.
HE IS SYRIAN AGENT FOR PIPER AIRCRAFT CORP., AND
REPRESENTS LOCKHEED IN NEGOTIATIONS TO SELL L100
AIRCRAFT TO SYRIAN ARAB AIRLINES.

5. WE BOW TO YOUR JUDGEMENT IN PROPRIETY OF APPROACH
OF THIS NATURE TO BELL ON BEHALF OF SYRIAN BUSINESSMAN.
NONETHELESS, IT WOULD BE SHAME TO LOSE A DEAL THAT
REPRESENTS ENTER INTO TOTALLY NEW MARKET.
MURPHY

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